

Message Text

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ACTION INR-07

INFO OCT-01 EUR-12 EA-10 ISO-00 OC-05 CCO-00 OES-05 EB-07

TRSE-00 CIAE-00 OTPE-00 FCC-02 NSAE-00 RSC-01 COME-00

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FM AMEMBASSY ROME

TO SECSTATE WASHDC 9145

INFO AMEMBASSY LONDON

AMEMBASSY BONN

AMEMBASSY OTTAWA

AMEMBASSY PARIS

AMEMBASSY STOCKHOLM

AMEMBASSY THE HAGUE

AMEMBASSY TOKYO

UNCLAS ROME 0965

E.O. 11652: N/A

TAGS: PINT, IT

SUBJECT: FOREIGN SMALL EARTH STATIONS TECHNOLOGY ASSESSMENT

REF: STATE 282812

1. THE FOLLOWING INFORMATION IS KEYED TO THE UNNUMBERED QUESTIONS
(WHICH FOR EASE OF REPORTING WE HAVE NUMBERED) IN PARA 5 OF
REFTEL.

1) PROGRAMS OR SYSTEMS (THERE ARE NO PURELY ITALIAN SYSTEMS IN
OPERATION OR FORESEEN. HENCE ALL THOSE LISTED BELOW ARE
"INTERNATIONAL" FEFINED AS UK, FRANCE, FRG, THE NETHERLANDS,
BELGIUM, ITALY, FINALD, USA AND CANADA):

SIRIO - MULTI-ROLE

MARISAT - TELECOMMUNICATIONS - OPERATIONAL, US NAVY PRINCIPAL USER.

MARSAT - TELECOMMUNICATIONS - INCO

MAROTS - TELECOMMUNICATION - ESRO PROJECT

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OTS - PRIMARILY TELECOMMUNICATIONS

OTP - TELECOMMUNICATIONS, TELEMETRY, PROPAGATION
COMSAT - MULTIROLE SYSTEM - INTELSAT
AEROSTAT - METEOROLOGICAL
METEOSAT- METEOROLOGICAL
ITOS - METEOROLOGICAL

2) SCHEDULES. OTS IS SCHEDULED FOR COMPLETION BY 1980, OTP BY

1976. OTHER SYSTEMS HAVE NOT YET BEEN DEFINITELY SCHEDULED
FOR COMPLETION, BUT ALL SHOULD BE OPERATIONAL BY 1980. EACH
SYSTEM IS EXPECTED TO REQUIRE UP TO THREE EARTH STATIONS.

3) PROCUREMENT - INTERNATIONAL ASPECT OF SYSTEMS GUARDS AGAINST
NATIONAL PREFERENCE FOR SUPPLIERS. IN GENERAL IT IS RECOGNIZED
THAT US TECHNOLOGY IS WELL AHEAD A EUROPEAN CAPABILITIES.
HENCE US SUPPLIERS WILL, AS A MATTER OF COURSE, HAVE AN EXTREMELY
STRONG COMPETITIVE POSITION IN SUPPLYING EQUIPMENT. ACCORDING
TO OUR CONTACTS, THE MAJOR COMPANIES ENGAGED IN THIS TECHNOLOGY
ARE RCA (US), GTE (US), ITT STANDARD (US), SELENIA (ITALY),
FIAR (ITALY), THOMSON/CSF (FRANCE),
TELEFUNKEN (FRG), AND SIEMENS, AG (FRG).

4) PROCUREMENT PREFERENCES - SEE POINT 3.

5) (A) FINANCES - NOT KNOWN IN THIS PRECISE CASE, BUT OUR
EXPERIENCE IN OTHER LARGE-SCALE PROJECTS INDICATES THAT FINANCING
WILL PLAY A LARGE ROLE IN ITALIAN DECISIONS.

(B) POLITICAL CONSIDERATIONS - MEANING UNCLEAR, BUT IN GENERAL
POLITICAL ASPECTS OF DECISION UNLIKELY TO PRESENT PROBLEMS.

(C) COSTS - NOT KNOWN.

(D) SERVICING AND REPUTATION - IMPORTANT, PRIMARY FACTORS ARE
RELIABILITY, MTBF, AVAILABILITY, VERSATILITY.

(E) B/P COSTS - NOT KNOWN.

(F) DELIVERY - VERY IMPORTANT ELEMENT IN DECISION.

(G) TECHNICAL PERFORMANCE - PRINCIPAL CONSIDERATION IS THE
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MAXIMUM NUMBER OF SERVICES PROVIDED BY EACH SYSTEM (ACCORDING
TO OUR CONTACTS, EUROPEAN THINKING DIFFERS FROM US VIEWS IN
THAT THE EUROPEAN TREND IS TO EMPHASIZE CAPACITY WHEREAS THE
US TENDENCY IS TO OPTIMIZE THE QUALITY/CAPACITY RATIO).

(H) DEMONSTRATED RELIABILITY - SEE POINT 5 D.

6) RESEARCH GROUPS

- (A) TELESPIAZIO (GOVERNMENT-SECTOR COMPANY FOR SATELLITE COMMUNICATIONS).
- (B) ASST (STATE TELEPHONE SERVICE)
- (C) MINISTRY OF POST OFFICE AND TELECOMMUNICATIONS
- (D) CSELT (GOVERNMENT-SUPPORTED RESEARCH LABORATORY) AND ITALIAN MANUFACTURERS (FIAR, SELENIA, SIEMENS)
- (E) STS (STATE CONTROLLED CONSORTIUM OF TELECOMMUNICATION FIRMS)

7) RESEARCH TARGETS - RESEARCH IS LARGELY CONFINED TO SATELLITE TELECOMMUNICATION SYSTEMS DESIGNED TO REDUCE DEPENDENCE ON CONVENTIONAL SYSTEMS (CABLES, SURFACE POINT-TO-POINT, ETC.) FOR THE PURPOSE OF REDUCING CAPITAL EXPENDITURES AND REAL TIME OPERATING COSTS.

8) BY WHEN. SEE POINT 2.

9) GOVERNMENT SUBSIDIES. BECAUSE OF ITALIAN POLITICAL AND ECONOMIC REALITIES, GOVERNMENT SUBSIDIES ARE PLANNED VERY TENTATIVELY AND NO DATA, AMOUNTS, OR OTHER INFORMATION ARE AVAILABLE AT PRESENT.

10) SEE POINT 9.

11) SEE POINTS 3 AND 6.

2. THE BEST SOURCE OF INFORMATION MAY BE THE THREE US COMPANIES WORKING IN THE FIELD OF SMALL EARTH STATIONS. THERE ALSO EXISTS A MARKETING STUDY ENTITLED "WORLD-WIDE SATELLITE SYSTEMS 1975-1985" PUBLISHED BY HORIZON HOUSE, DEDHAM, MASS. ALTHOUGH WE HAVE NOT SEEN THIS PUBLICATION, WE UNDERSTAND THAT IT CONTAINS MUCH OF THE REQUESTED INFORMATION.

3. ACTION REQUESTED. IN ORDER TO ASSIST A CONTACT IN TELECOMMUNICATIONS.

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CATION SECTOR WE REQUIRE BY CABLE THE NAME OF TRADE ASSOCIATION(S) ACTIVE IN SATELLITE COMMUNICATIONS. VOLPE

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